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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		JUN 1989	JUN 1988	JUL-JUN 1988/89	JUL-JUN 1987/88
AL	Alabama	863	4,298	67,870	68,724
AK	Alaska	61	0	1,309	433
AZ	Arizona	152	83	2,607	2,385
AR	Arkansas	4,639	2,494	62,497	56,978
CA	California	4,760	5,376	76,856	75,430
CO	Colorado	511	473	9,919	7,896
CT	Connecticut	119	248	6,729	3,708
DE	Delaware	1,725	1,048	14,517	17,903
FL	Florida	9,199	9,620	145,547	125,000
GA	Georgia	2,593	4,704	123,573	115,997
HI	Hawaii	64	1,674	8,808	14,342
ID	Idaho	608	1,377	24,640	23,521
IL	Illinois	10,463	56,339	537,561	709,027
IN	Indiana	11,571	24,083	312,946	348,250
IA	Iowa	5,340	41,492	462,373	485,863
KS	Kansas	705	1,934	49,148	49,573
KY	Kentucky	3,558	13,947	121,451	95,159
LA	Louisiana	393	1,603	163,464	152,743
ME	Maine	154	331	5,970	6,239
MD	Maryland	2,938	1,322	33,806	27,383
MA	Massachusetts	84	249	2,708	3,944
MI	Michigan	12,360	19,110	208,348	187,580
MN	Minnesota	10,345	19,423	332,292	359,897
MS	Mississippi	329	1,841	35,103	40,114
MO	Missouri	3,175	12,017	266,912	264,645
MT	Montana	114	1,128	11,418	11,927
NE	Nebraska	610	1,039	34,633	33,734
NV	Nevada	0	0	78	12
NH	New Hampshire	87	163	621	2,882
NJ	New Jersey	686	1,049	6,148	6,273
NM	New Mexico	241	236	20,390	9,749
NY	New York	3,784	14,158	53,620	66,264
NC	North Carolina	957	2,138	87,569	85,406
ND	North Dakota	499	491	24,477	25,042
OH	Ohio	21,781	26,305	386,747	425,948
OK	Oklahoma	1,005	1,252	26,047	25,768
OR	Oregon	969	929	27,958	28,138
PA	Pennsylvania	4,307	4,795	58,782	54,537
RI	Rhode Island	108	120	2,632	1,626
SC	South Carolina	583	2,121	71,535	65,359
SD	South Dakota	94	362	16,426	15,800
TN	Tennessee	2,314	5,468	96,948	96,067
TX	Texas	6,725	9,420	143,310	171,859
UT	Utah	717	1,935	9,269	7,804
VT	Vermont	485	628	2,734	2,724
VA	Virginia	833	1,287	79,861	87,783
WA	Washington	904	2,011	44,231	39,035
WV	West Virginia	16	86	10,633	1,919
WI	Wisconsin	34,104	15,290	302,931	268,480
WY	Wyoming	37	15	1,971	1,915
	TOTAL U.S.:	168,669	317,512	4,597,923	4,778,785
CANADA					
AB	Alberta	1,298	697	35,848	31,876
BC	Brit. Columbia	475	500	9,169	7,772
MB	Manitoba	892	827	24,769	27,105
NB	New Brunswick	271	1,367	13,811	16,836
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	65	371	6,211	6,580
ON	Ontario	17,014	19,029	172,378	240,242
PE	Pr.Edward Isle	615	1,022	11,887	11,514
PQ	Quebec	5,058	7,865	100,401	142,953
SK	Saskatchewan	593	212	12,925	20,908
	TOTAL CAN:	26,281	31,890	387,399	505,786
EXPORT SALES:		430,809	515,312	4,214,248	4,297,779
TOTAL AG SALES		625,759	864,714	9,199,570	9,582,350
Non-Ag U.S.		42,354	40,543	451,979	426,167
	Canada	1,010	2,305	22,188	25,147
	Exports	10,458	15,157	126,164	121,268
TOTAL NON-AG SALES		53,822	58,005	600,331	572,582
GRAND TOTAL		**679,581**	**922,719**	**9,799,901**	**10,154,932**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JUNE 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	62	541	17	243	863
AK Alaska	0	61	0	0	0	61
AZ Arizona	0	31	14	0	107	152
AR Arkansas	44	0	3,927	668	0	4,639
CA California	2,237	850	804	123	746	4,760
CO Colorado	166	0	321	16	8	511
CT Connecticut	0	0	119	0	0	119
DE Delaware	125	0	1,331	226	43	1,725
FL Florida	1,955	1,236	578	1,045	4,385	9,199
GA Georgia	1,255	0	863	201	274	2,593
HI Hawaii	0	0	0	0	64	64
ID Idaho	60	224	297	0	27	608
IL Illinois	423	7,227	1,349	1,339	125	10,463
IN Indiana	781	7,851	1,236	1,633	70	11,571
IA Iowa	142	4,046	556	596	0	5,340
KS Kansas	212	79	(124)	492	46	705
KY Kentucky	0	3,001	91	13	453	3,558
LA Louisiana	0	0	316	63	14	393
ME Maine	0	0	154	0	0	154
MD Maryland	0	7	2,151	780	0	2,938
MA Massachusetts	0	62	0	0	22	84
MI Michigan	248	9,426	2,227	414	45	12,360
MN Minnesota	31	5,231	4,421	31	631	10,345
MS Mississippi	0	0	313	0	16	329
MO Missouri	457	108	2,120	428	62	3,175
MT Montana	0	0	114	0	0	114
NE Nebraska	205	23	102	206	74	610
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	87	0	0	87
NJ New Jersey	0	62	394	230	0	686
NM New Mexico	30	0	104	0	107	241
NY New York	61	480	2,946	262	35	3,784
NC North Carolina	0	(1)	304	460	194	957
ND North Dakota	0	278	221	0	0	499
OH Ohio	710	16,582	3,279	670	540	21,781
OK Oklahoma	492	31	457	15	10	1,005
OR Oregon	104	198	448	164	55	969
PA Pennsylvania	183	90	3,485	547	2	4,307
RI Rhode Island	0	0	59	0	49	108
SC South Carolina	0	14	365	187	17	583
SD South Dakota	0	62	0	32	0	94
TN Tennessee	249	1,903	156	(6)	12	2,314
TX Texas	841	368	3,898	504	1,114	6,725
UT Utah	648	0	69	0	0	717
VT Vermont	0	0	456	0	29	485
VA Virginia	0	0	427	396	10	833
WA Washington	15	214	348	274	53	904
WV West Virginia	0	0	0	16	0	16
WI Wisconsin	1,574	23,826	7,532	734	438	34,104
WY Wyoming	16	0	16	0	5	37
TOTAL U.S.:	13,264	83,632	48,872	12,776	10,125	168,669
CANADA						
AB Alberta	0	0	1,234	64	0	1,298
BC Brit. Columbia	0	0	448	0	27	475
MB Manitoba	11	22	820	39	0	892
NB New Brunswick	0	13	258	0	0	271
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	65	0	0	65
ON Ontario	106	14,358	1,849	48	653	17,014
PE Pr.Edward Isle	0	0	615	0	0	615
PQ Quebec	22	86	4,754	13	183	5,058
SK Saskatchewan	0	0	594	(1)	0	593
TOTAL CAN:	139	14,479	10,637	163	863	26,281
*EXPORT SALES:	220,172	82,126	104,711	15,634	8,166	430,809
TOTAL AG SALES	233,575	180,237	164,220	28,573	19,154	625,759
NON-AG U.S.	29,327	-	-	12,497	530	42,354
Canada	863	-	-	147	0	1,010
*Exports	461	-	-	9,997	0	10,458
TOTAL NON-AG SALES	30,651	-	-	22,641	530	53,822
GRAND TOTAL	**264,226**	**180,237**	**164,220**	**51,214**	**19,684**	**679,581**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JUNE 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	3,520	0	0	3,520
Belize	0	0	241	0	0	241
Brazil	44,815	58,929	76,753	0	0	180,497
Chile	0	1,646	0	0	2,844	4,490
Costa Rica	661	0	0	0	638	1,299
Dom. Republic	0	0	3,307	0	242	3,549
Ecuador	1,412	3,730	0	0	0	5,142
France	20,903	0	0	0	0	20,903
French Guiana	0	0	0	0	97	97
Holland	0	0	10,092	0	0	10,092
Honduras	1,264	0	0	0	0	1,264
India	38,614	0	0	0	0	38,614
Italy	808	0	0	0	0	808
Jamaica	0	2,079	0	0	0	2,079
Japan	9,325	10,383	6,341	12,022	1,885	39,956
Korea	25,248	0	0	0	0	25,248
Malaysia	26,697	0	0	0	0	26,697
Martinique	0	0	463	0	0	463
Mexico	542	0	0	0	2,278	2,820
New Zealand	3,501	5,359	0	0	0	8,860
Nigeria	6,733	0	0	0	0	6,733
Panama	0	0	595	0	182	777
Philippines	6,733	0	0	0	0	6,733
Sri Lanka	3,535	0	0	0	0	3,535
Switzerland	25,814	0	3,399	0	0	29,213
Taiwan	3,567	0	0	3,612	0	7,179
TOTAL AG:	220,172	82,126	104,711	15,634	8,166	430,809
NON-AGRICULTURAL						
Japan	0	-	-	4,161	0	4,161
Korea	0	-	-	5,836	0	5,836
Mexico	386	-	-	0	0	386
Pakistan	12	-	-	0	0	12
United Kingdom	63	-	-	0	0	63
TOTAL NON-AG:	461	-	-	9,997	0	10,458
TOTAL EXPORTS	**220,633**	**82,126**	**104,711**	**25,631**	**8,166**	**441,267**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	62	541	17	620
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	63	123	186
CO Colorado	0	0	0	16	16
CT Connecticut	0	0	119	0	119
DE Delaware	125	0	1,331	226	1,682
FL Florida	1,694	1,236	562	1,045	4,537
GA Georgia	1,193	0	694	186	2,073
HI Hawaii	0	0	0	0	0
ID Idaho	0	27	265	0	292
IL Illinois	423	7,227	363	1,339	9,352
IN Indiana	781	7,851	1,236	1,633	11,501
IA Iowa	0	3,951	540	596	5,087
KS Kansas	0	0	16	106	122
KY Kentucky	0	3,001	91	13	3,105
LA Louisiana	0	0	0	0	0
ME Maine	0	0	154	0	154
MD Maryland	0	7	2,151	780	2,938
MA Massachusetts	0	62	0	0	62
MI Michigan	248	9,426	2,227	414	12,315
MN Minnesota	15	5,231	4,406	31	9,683
MS Mississippi	0	0	15	0	15
MO Missouri	0	14	588	175	777
MT Montana	0	0	114	0	114
NE Nebraska	0	23	7	190	220
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	87	0	87
NJ New Jersey	0	62	394	230	686
NM New Mexico	0	0	0	0	0
NY New York	61	480	2,946	262	3,749
NC North Carolina	0	(1)	304	460	763
ND North Dakota	0	278	221	0	499
OH Ohio	710	16,582	3,340	670	21,302
OK Oklahoma	0	0	0	0	0
OR Oregon	0	162	301	164	627
PA Pennsylvania	183	90	3,485	547	4,305
RI Rhode Island	0	0	59	0	59
SC South Carolina	0	14	365	187	566
SD South Dakota	0	62	0	32	94
TN Tennessee	0	1,903	156	(6)	2,053
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	456	0	456
VA Virginia	0	0	427	396	823
WA Washington	15	214	327	274	830
WV West Virginia	0	0	0	16	16
WI Wisconsin	1,574	23,826	7,532	734	33,666
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	7,022	81,851	35,883	10,856	135,612
CANADA					
AB Alberta	0	0	1,234	64	1,298
BC Brit. Columbia	0	0	448	0	448
MB Manitoba	11	22	820	39	892
NB New Brunswick	0	13	258	0	271
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	65	0	65
ON Ontario	106	14,358	1,849	48	16,361
PE Pr.Edward Isle	0	0	615	0	615
PQ Quebec	22	86	4,754	13	4,875
SK Saskatchewan	0	0	594	(1)	593
TOTAL CAN:	139	14,479	10,637	163	25,418
*EXPORT SALES:	204,550	65,746	70,113	15,634	356,043
TOTAL AG SALES	211,711	162,076	116,633	26,653	517,073
NON-AG U.S.	16,451	-	-	11,911	28,362
Canada	863	-	-	147	1,010
*Exports	75	-	-	9,997	10,072
TOTAL NON-AG SALES	17,389	-	-	22,055	39,444
GRAND TOTAL	**229,100**	**162,076**	**116,633**	**48,708**	**556,517**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	3,520	0	3,520
Brazil	33,072	47,925	47,757	0	128,754
France	20,903	0	0	0	20,903
Holland	0	0	10,092	0	10,092
India	38,614	0	0	0	38,614
Italy	808	0	0	0	808
Jamaica	0	2,079	0	0	2,079
Japan	9,325	10,383	5,345	12,022	37,075
Korea	25,248	0	0	0	25,248
Malaysia	26,697	0	0	0	26,697
New Zealand	3,501	5,359	0	0	8,860
Nigeria	6,733	0	0	0	6,733
Philippines	6,733	0	0	0	6,733
Sri Lanka	3,535	0	0	0	3,535
Switzerland	25,814	0	3,399	0	29,213
Taiwan	3,567	0	0	3,612	7,179
TOTAL AG:	204,550	65,746	70,113	15,634	356,043
NON-AGRICULTURAL					
Japan	0	-	-	4,161	4,161
Korea	0	-	-	5,836	5,836
Pakistan	12	-	-	0	12
United Kingdom	63	-	-	0	63
TOTAL NON-AG:	75	-	-	9,997	10,072
TOTAL EXPORTS	**204,625**	-	-	**25,631**	**366,115**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JUNE 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	0	0	0	243	243
AK Alaska	0	0	0	0	0	0
AZ Arizona	0	31	14	0	107	152
AR Arkansas	44	0	3,927	668	0	4,639
CA California	2,237	850	741	0	746	4,574
CO Colorado	166	0	321	0	8	495
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	43	43
FL Florida	261	0	16	0	4,385	4,662
GA Georgia	62	0	169	15	274	520
HI Hawaii	0	0	0	0	64	64
ID Idaho	60	197	32	0	27	316
IL Illinois	0	0	986	0	125	1,111
IN Indiana	0	0	0	0	70	70
IA Iowa	142	95	16	0	0	253
KS Kansas	212	79	(140)	386	46	583
KY Kentucky	0	0	0	0	453	453
LA Louisiana	0	0	316	63	14	393
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	22	22
MI Michigan	0	0	0	0	45	45
MN Minnesota	16	0	15	0	631	662
MS Mississippi	0	0	298	0	16	314
MO Missouri	457	94	1,532	253	62	2,398
MT Montana	0	0	0	0	0	0
NE Nebraska	205	0	95	16	74	390
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	30	0	104	0	107	241
NY New York	0	0	0	0	35	35
NC North Carolina	0	0	0	0	194	194
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	(61)	0	540	479
OK Oklahoma	492	31	457	15	10	1,005
OR Oregon	104	36	147	0	55	342
PA Pennsylvania	0	0	0	0	2	2
RI Rhode Island	0	0	0	0	49	49
SC South Carolina	0	0	0	0	17	17
SD South Dakota	0	0	0	0	0	0
TN Tennessee	249	0	0	0	12	261
TX Texas	841	368	3,898	504	1,114	6,725
UT Utah	648	0	69	0	0	717
VT Vermont	0	0	0	0	29	29
VA Virginia	0	0	0	0	10	10
WA Washington	0	0	21	0	53	74
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	438	438
WY Wyoming	16	0	16	0	5	37
TOTAL U.S.:	6,242	1,781	12,989	1,920	10,125	33,057
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	27	27
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	653	653
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	183	183
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	863	863
*EXPORT SALES:	15,622	16,380	34,598	0	8,166	74,766
TOTAL AG SALES	21,864	18,161	47,587	1,920	19,154	108,686
NON-AG U.S.	12,876	-	-	586	530	13,992
Canada	0	-	-	0	0	0
*Exports	386	-	-	0	0	386
TOTAL NON-AG SALES	13,262	-	-	586	530	14,378
GRAND TOTAL	**35,126**	**18,161**	**47,587**	**2,506**	**19,684**	**123,064**

*Exports listed on reverse.

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POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

JUNE 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Belize	0	0	241	0	0	241
Brazil	11,743	11,004	28,996	0	0	51,743
Chile	0	1,646	0	0	2,844	4,490
Costa Rica	661	0	0	0	638	1,299
Dom. Republic	0	0	3,307	0	242	3,549
Ecuador	1,412	3,730	0	0	0	5,142
French Guiana	0	0	0	0	97	97
Honduras	1,264	0	0	0	0	1,264
Japan	0	0	996	0	1,885	2,881
Martinique	0	0	463	0	0	463
Mexico	542	0	0	0	2,278	2,820
Panama	0	0	595	0	182	777
TOTAL AG:	15,622	16,380	34,598	0	8,166	74,766
NON-AGRICULTURAL						
Mexico	386	-	-	0	0	386
TOTAL NON-AG:	386	-	-	0	0	386
TOTAL EXPORTS	**16,008**	**16,380**	**34,598**	**0**	**8,166**	**75,152**